

## Message Text

CONFIDENTIAL

PAGE 01 PEKING 01682 100137Z  
ACTION EA-09

INFO OCT-01 ISO-00 COME-00 OES-07 EB-08 ERDA-05 NSAE-00  
TRSE-00 USIA-06 /036 W  
-----061462 100325Z /75  
R 100124Z AUG 77  
FM USLO PEKING  
TO SECSTATE WASHDC 8385  
INFO AMCONSUL HONG KONG

C O N F I D E N T I A L PEKING 1682

E.O. 11652: GDS  
TAGS: EEWT, ECEM, CH, US  
SUBJ: US COMPANY FERTILIZER SALE TO PRC

1. REPS OF UNION OIL COMPANY OF CALIFORNIA AND  
COLLIER CARBON AND CHEMICAL CORP. INFORMED USLO ON  
AUGUST 8 THAT THEY HAD JUST CONCLUDED THE SALE OF  
A "TEST SHIPMENT" OF UREA FERTILIZER TO THE PRC.  
A DIFFERENT SOURCE PUTS THE AMOUNT AT 14,000 TONS.

2. THE FERTILIZER IS TO BE SHIPPED IN BULK FROM A  
PLANT IN ALASKA TO SHANGHAI. THE SELLERS  
ANTICIPATED AND OVERCAME SOME PRC RESERVATIONS  
ABOUT ACCEPTING BULK SHIPMENT BY OFFERING TO SUPPLY  
A BAGGING MACHINE AND 300,000 BAGS, SO THAT THE  
SHIPMENT CAN BE BAGGED IN SHANGHAI. THE CHINESE  
READILY ACCEPTED THE OFFER. THE BAGGING MACHINE  
MANUFACTURER WILL VISIT THE PRC IN LATE SEPTEMBER  
TO DISCUSS FURTHER SALES OF BAGGING MACHINERY.

3. UNION/COLLIER REPS ARE CONFIDENT OF  
FURTHER ORDERS FOR UREA FERTILIZER AND EXPECT  
CHINA TO BE A VALUABLE MARKET AT LEAST THROUGH 1980.

4. THIS INFORMATION IS COMMERCIALLY SENSITIVE AND  
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SHOULD NOT BE DISCUSSED OUTSIDE THE USG.  
WOODCOCK

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** SALES, FERTILIZERS  
**Control Number:** n/a  
**Copy:** SINGLE  
**Sent Date:** 10-Aug-1977 12:00:00 am  
**Decaption Date:** 01-Jan-1960 12:00:00 am  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 22 May 2009  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1977PEKING01682  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** GS  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D770287-0317  
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**Litigation History:**  
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**Office:** ACTION EA  
**Original Classification:** CONFIDENTIAL  
**Original Handling Restrictions:** n/a  
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**Review Release Event:** n/a  
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**Review Withdrawn Fields:** n/a  
**SAS ID:** 1646171  
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**Status:** NATIVE  
**Subject:** US COMPANY FERTILIZER SALE TO PRC  
**TAGS:** EEWT, ECEM, CH, US  
**To:** STATE  
**Type:** TE  
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**Review Markings:**  
Margaret P. Grafeld  
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